



Driving
ENVIRONMENTAL SOLUTIONS.

2002



AFV Order to Delivery

**Federal and Private
Fleets: Forming a More Perfect
Union**

Greg Zilberfarb

AFV NAM





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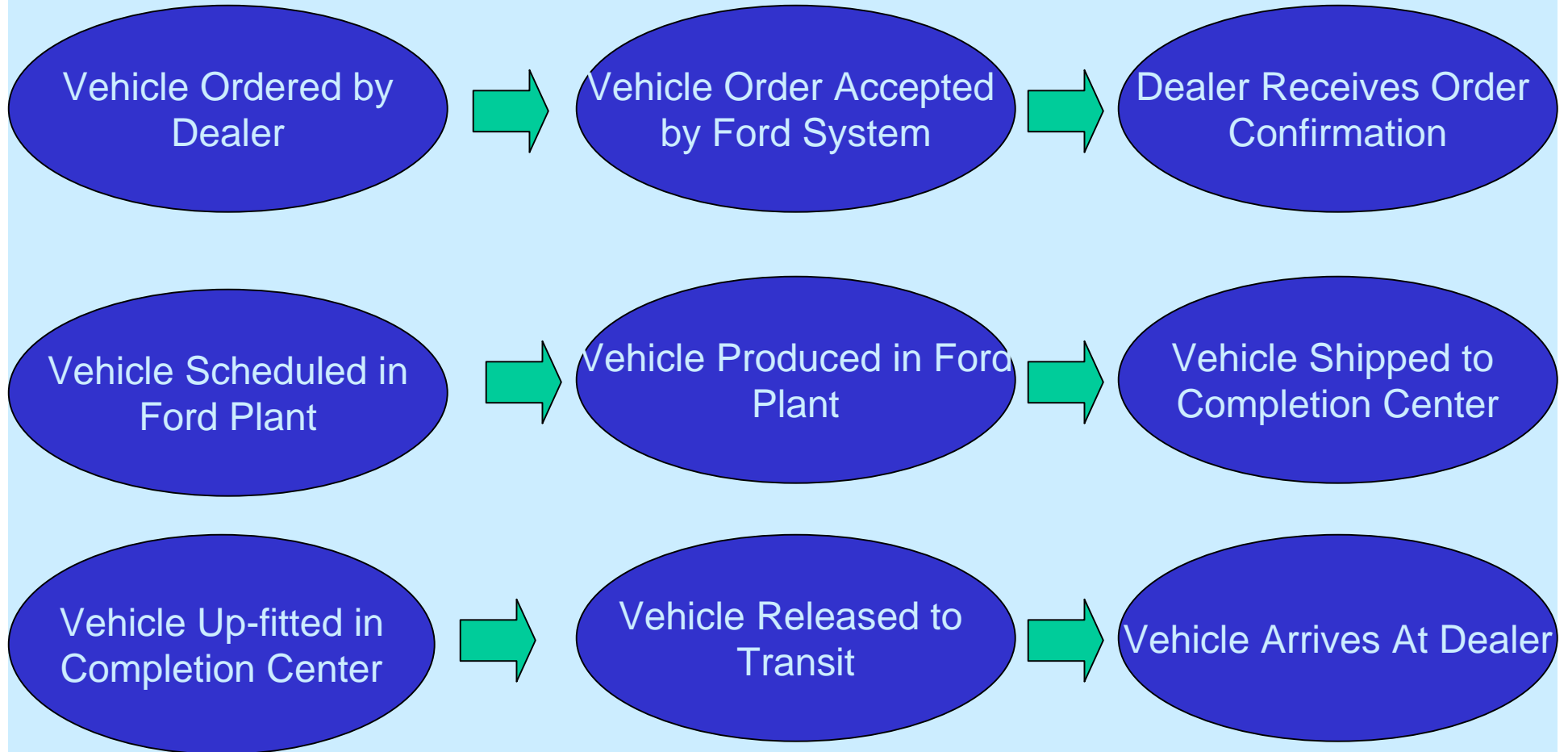


First Things First

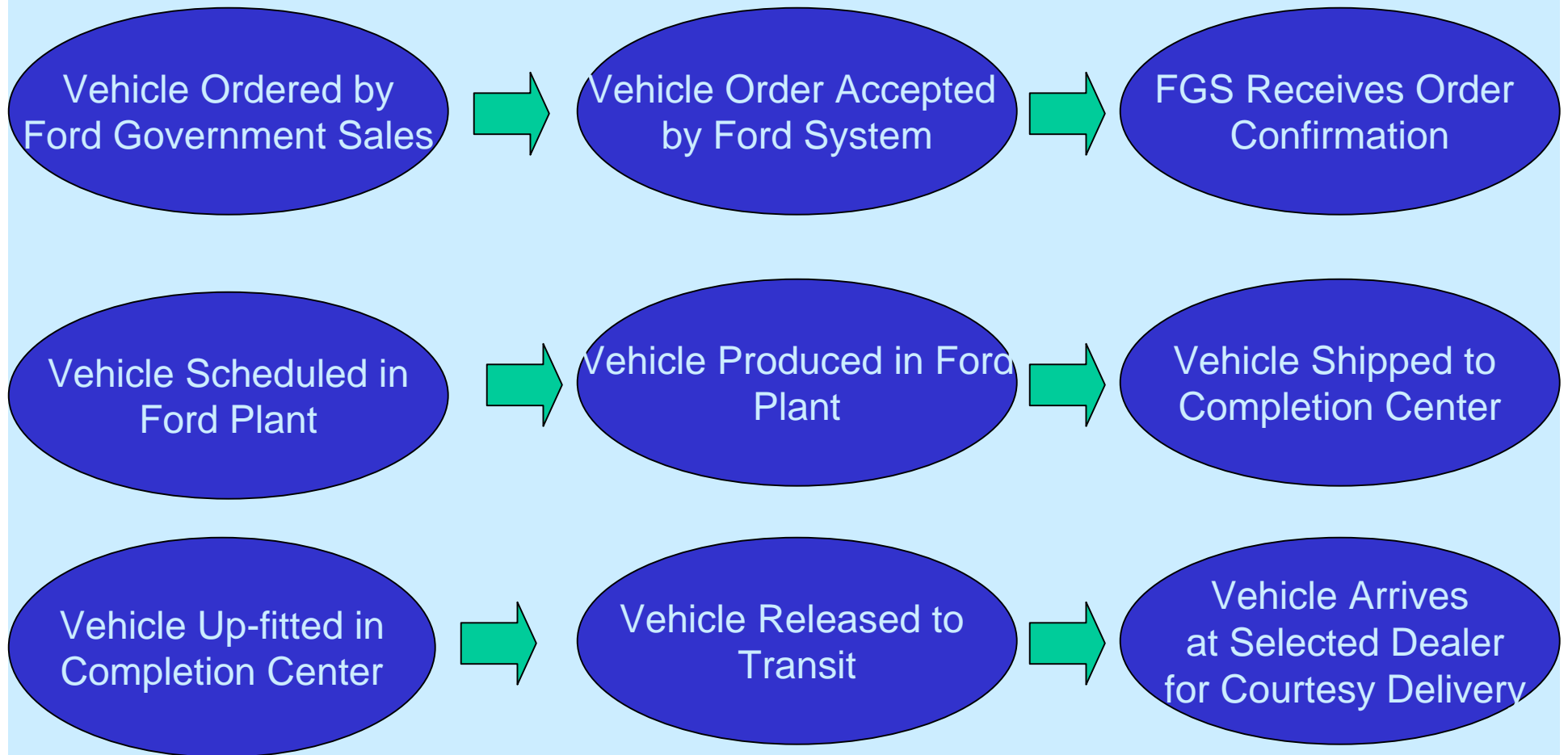
- **GSA sends out Bid Specifications**
- **OEMs respond to GSA**
- **“Best” price wins**
 - AFVs are unique
 - Best price not always “low” price
- **GSA announces winner**
- **Others can “piggyback” on bid**
- **No dealers involved...yet**



Non-Government Production Flow



Government Production Flow





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Timing is Key

- **Order Bank opens in May**
- **Base Vehicle Job 1
July/August**
- **2 Month Prove-Out for AFV
from base vehicle**
 - **Engineering/Quality/Parts
Concerns?**
- **Emissions Certification**
 - **EPA Concerns?**





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Ford AFV Order to Delivery Past vs. Present

Old

- Orders received / systems ordered

New

- Orders Forecasted / Production Segmented
- 16 week system commitments
- Orders “forced into segment”



Forecasting-It's Not Easy!

Category			August	September	October	November	December	January	February	March	April	May	June	July	August	Total
F-Series CNG - <u>SUMMARY</u>																
<u>Monthly</u>																
Sales Forecast - Original			1000	100	200	200	200	400	600	200	100	200	0	0	0	3200
Actual Sales/Revised Forecast			435	262	310	-90	-171	102	295	412	245	450	0	0	0	2250
# of Kits @ Modifier Forecast - Original			0	0	0	40	30	100	300	540	540	550	510	590	0	3200
# of Kits @ Modifier Actual/Revised Forecast			0	0	0	40	0	67	376	390	390	0	435	552	0	2250
Production @ Ford Plant			0	0	0	0	0	46	140	10	512	512	515	515	0	2250
Actual/Planned Production @ Modifier			0	0	0	0	0	0	46	140	10	512	512	515	515	2250
<u>Cumulative</u>																
Sales Forecast - Original			1000	1100	1300	1500	1700	2100	2700	2900	3000	3200	3200	3200	3200	
Actual Sales/Revised Forecast			435	697	1007	917	746	848	1143	1555	1800	2250	2250	2250	2250	
# of Kits @ Modifier Forecast - Original			0	0	0	40	70	170	470	1010	1550	2100	2610	3200	3200	
# of Kits @ Modifier Actual/Revised Forecast			0	0	0	40	40	107	483	873	1263	1263	1698	2250	2250	
Production @ Ford Plant			0	0	0	0	0	46	186	196	708	1220	1735	2250	2250	
Actual/Ford Planned Production @ Modifier			0	0	0	0	0	0	46	186	196	708	1220	1735	2250	
Kit Status (shortage)			0	0	0	40	40	61	297	677	555	43	(37)	0	0	
Vehicle Inventory			0	0	0	0	0	46	140	10	512	512	515	515	0	

[illegible]



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www.fleet.ford.com

Complaints? Call

Terry Ryan

313-390-1041

**Good things? i.e., Golf
outings, Call**

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